

**A note from our
State Purchasing Director,
John Utterback****State Spend Analysis –**

The State Purchasing Office has recently received the results of an analysis of much of the payables data for FY09 in the executive branch agencies from COFRS and CDOT-SAP as well as the Community Colleges Banner Systems.

Treya Partners, a procurement consultant conducted the analysis. The data captured over \$4 billion in annual spend. Next the SPO will further analyze this data to find potential new opportunities for capturing large volume purchases across the state by initiating new State Price Agreements. By making more State Price Agreements available, additional savings and efficiencies should be realized for agencies, higher education institutions and political subdivisions across Colorado. Stay tuned for more updates.

MARK YOUR CALENDARS

The next PAC Meeting is scheduled for **Friday, October 29, 2010** to be held at the Ben Nighthorse Campbell Building.

Please let your PAC Exec member know if there are topics you would like to covered.

Hope to see you there!

Just a reminder that the State Purchasing Office is asking Agency Purchasing Agents to participate in the Minority Business Office, sponsored "Procurement Connections" vendor event. This is an opportunity for purchasing agents to meet with Small and Disadvantaged Businesses.

Date: Wednesday, August 11, 2010

Time: 9:00 am to 4:00 pm.

Location: Tivoli Student Union Turnhalle, 300 Auraria Parkway

Cost: FREE but registration is required.

RSVP to l.romero@state.co.us or **303.892.3764**

Regarding common issues in protests and appeals, especially in tough economic times:

- Responsiveness is the #1 issue. The key question is: Would it be possible to bind the bidder to perform in accordance with the agency specifications, without any further negotiations or changes?
- Don't use strong "mandatory" language simply to stress a requirement. Be sure your agency would be willing to throw out the best proposal over this issue.
- Evaluate all the stated criteria and don't evaluate factors outside of the defined evaluation plan.
- **Do your homework and perform due diligence before issuing an award.**

*GovernmentExecutive.com, Robert Brodsky, 1/5/2009

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